

FIG. 1

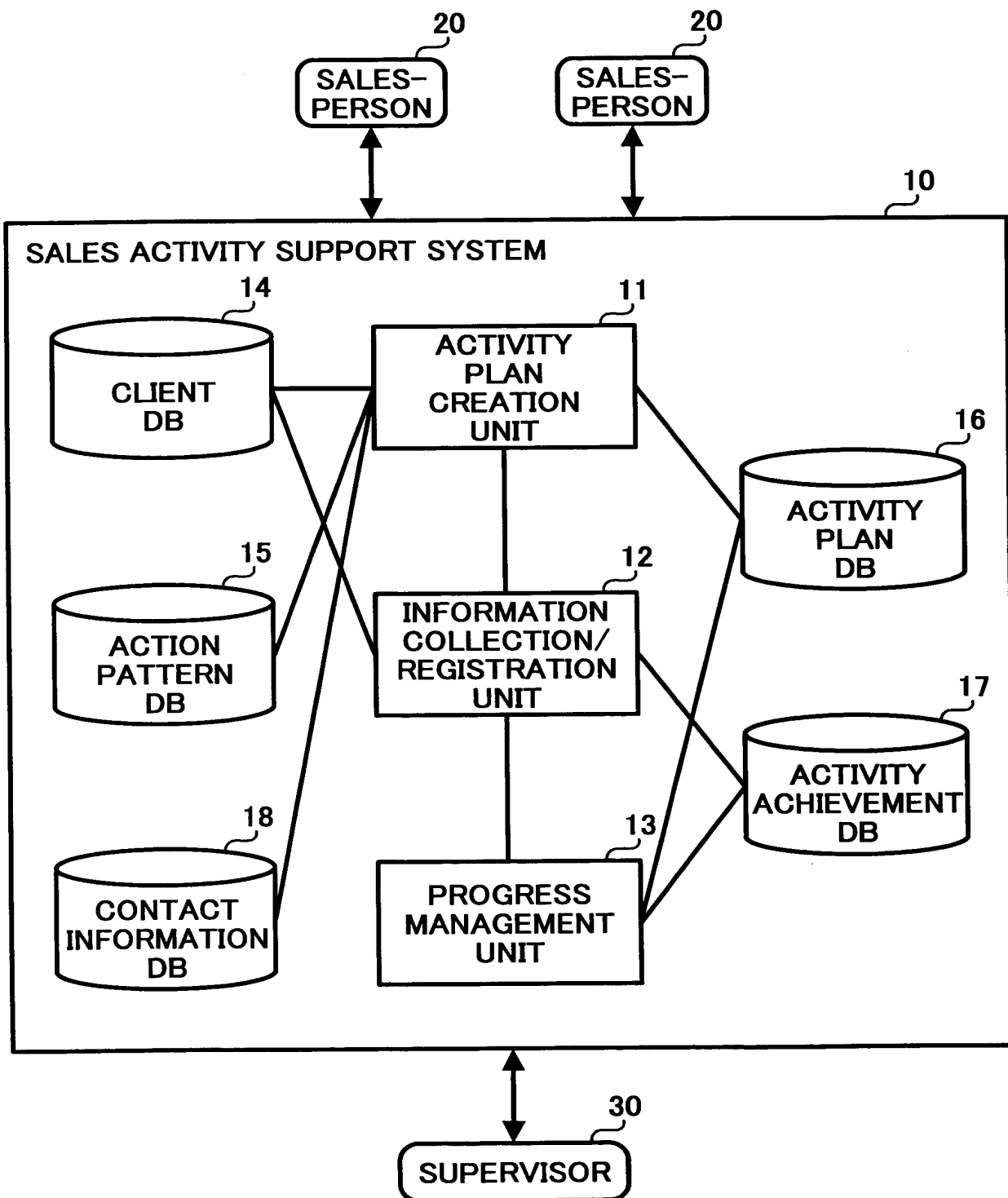


FIG. 2

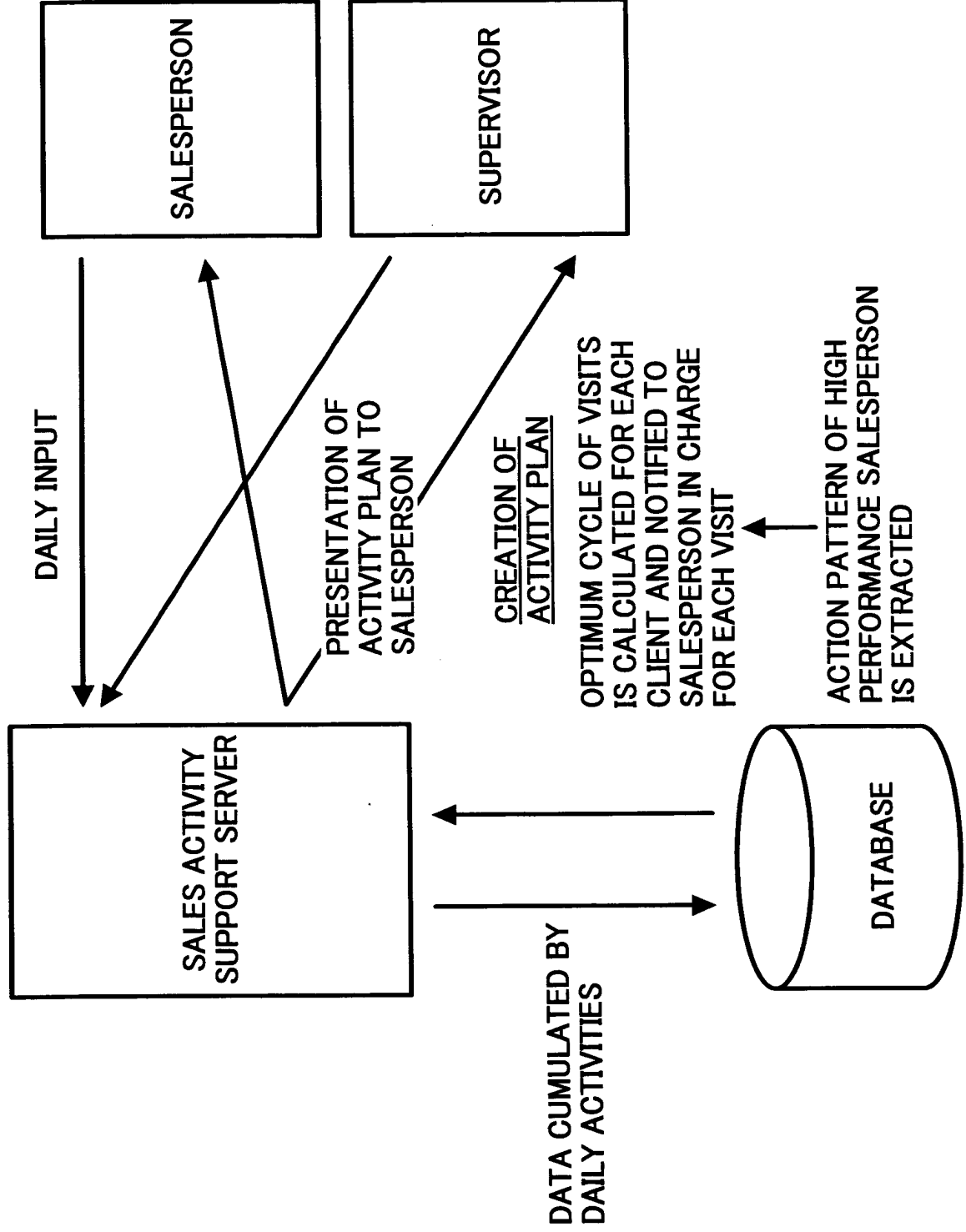


FIG. 3

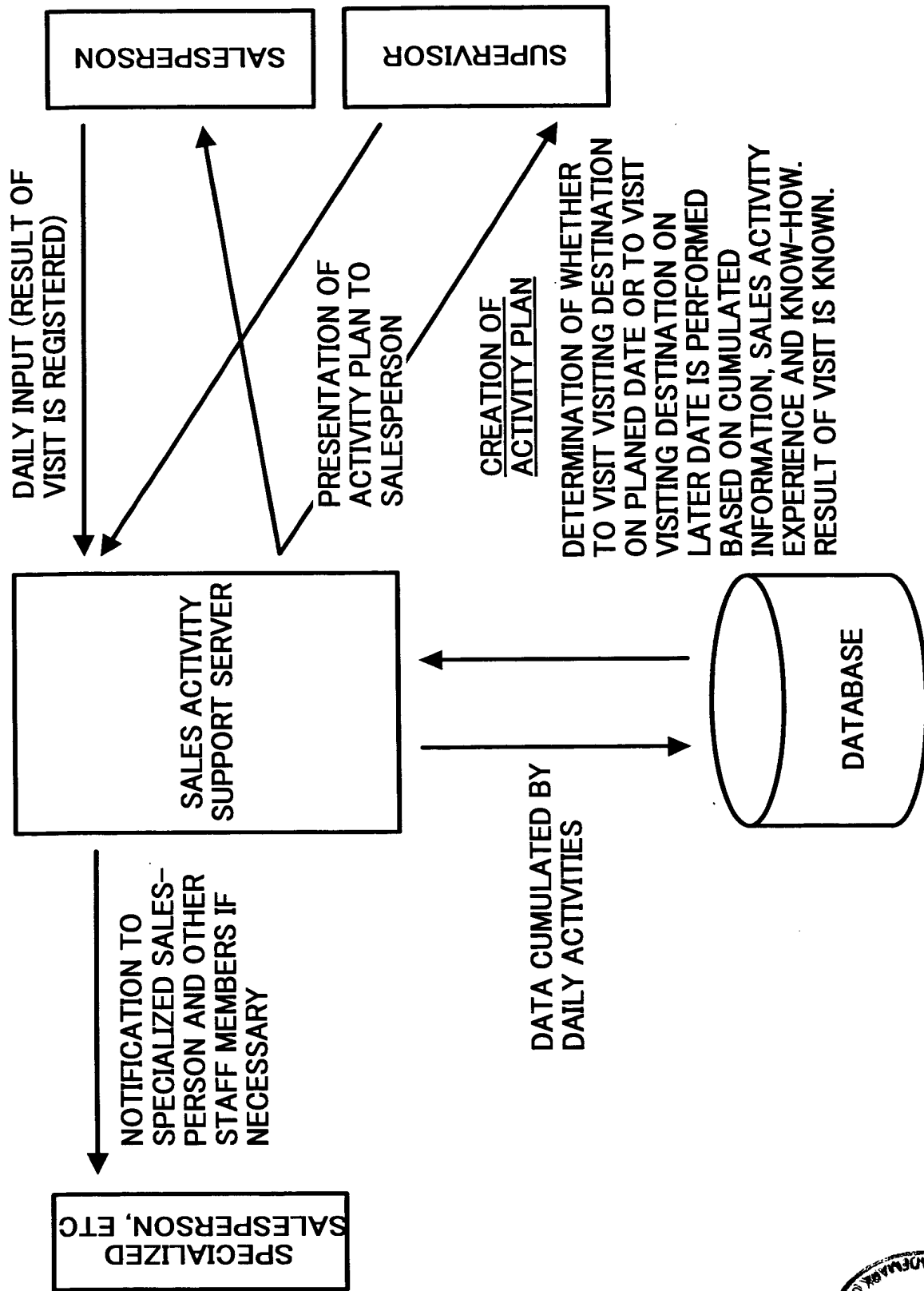


FIG. 4

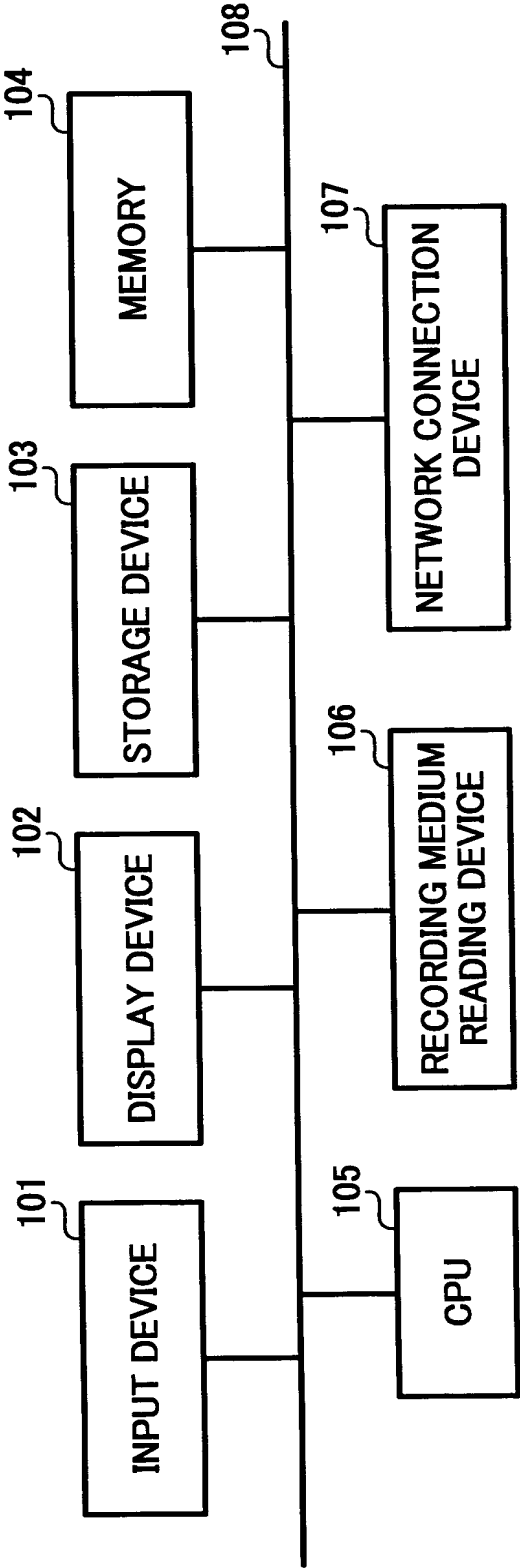
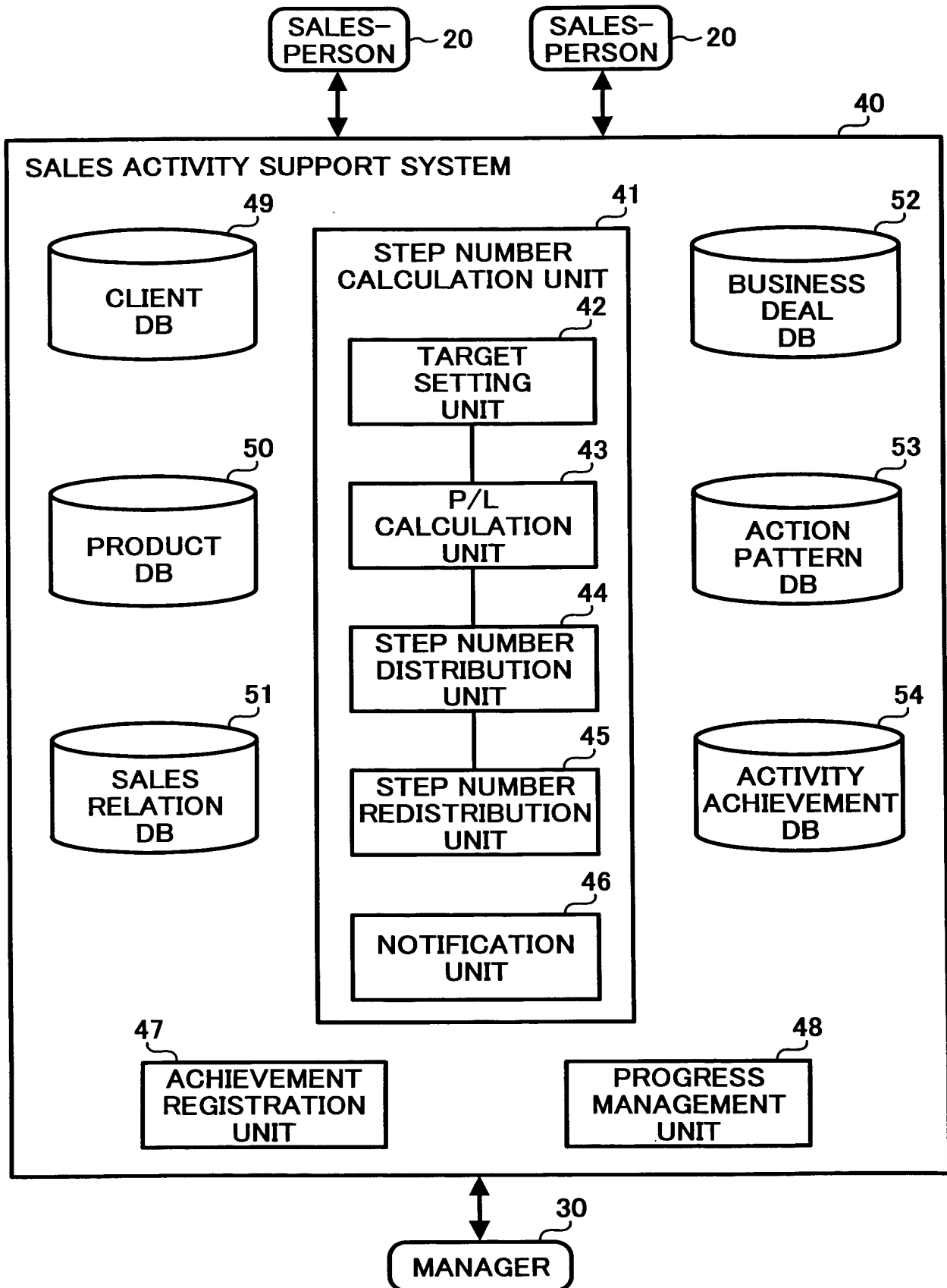




FIG. 5



Application No.: 10/617,261  
 Inventor: Toyoji IKEZAWA et al.  
 Docket No.: 116692004000  
 Title: SALES ACTIVITY SUPPORT SYSTEM . . .

## FIG. 6

SALESPERSON : ☆☆☆ ▲▽▲													FIRST HALF OF YEAR 20 x x					
NO.	RANK	TARGET	PRODUCT	BUSINESS DEAL NUMBER	MATURITY LEVEL	P/L	STEP NUMBER (NUMBER OF DAYS)						TOTAL					
							APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER						
1	5	A COMPANY	MFP	001	8	10999	○	○	○				○					
2	5	B COMPANY	COPIER	002	6	9999	○	○	○	○	○	○	○					
3	4	C COMPANY	FAX	003	7	3000	○	○	○	○			○					
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.	.	.	.	.	.	.	.	.	.	.	.	.	.					
.	.	.	.	.	.	.	.	.	.	.	.	.	.					
						TOTAL	○	○	○	○	○	○	○					
						NUMBER OF BUSINESS DAYS	□	□	□	□	□	□	□					



FIG. 7

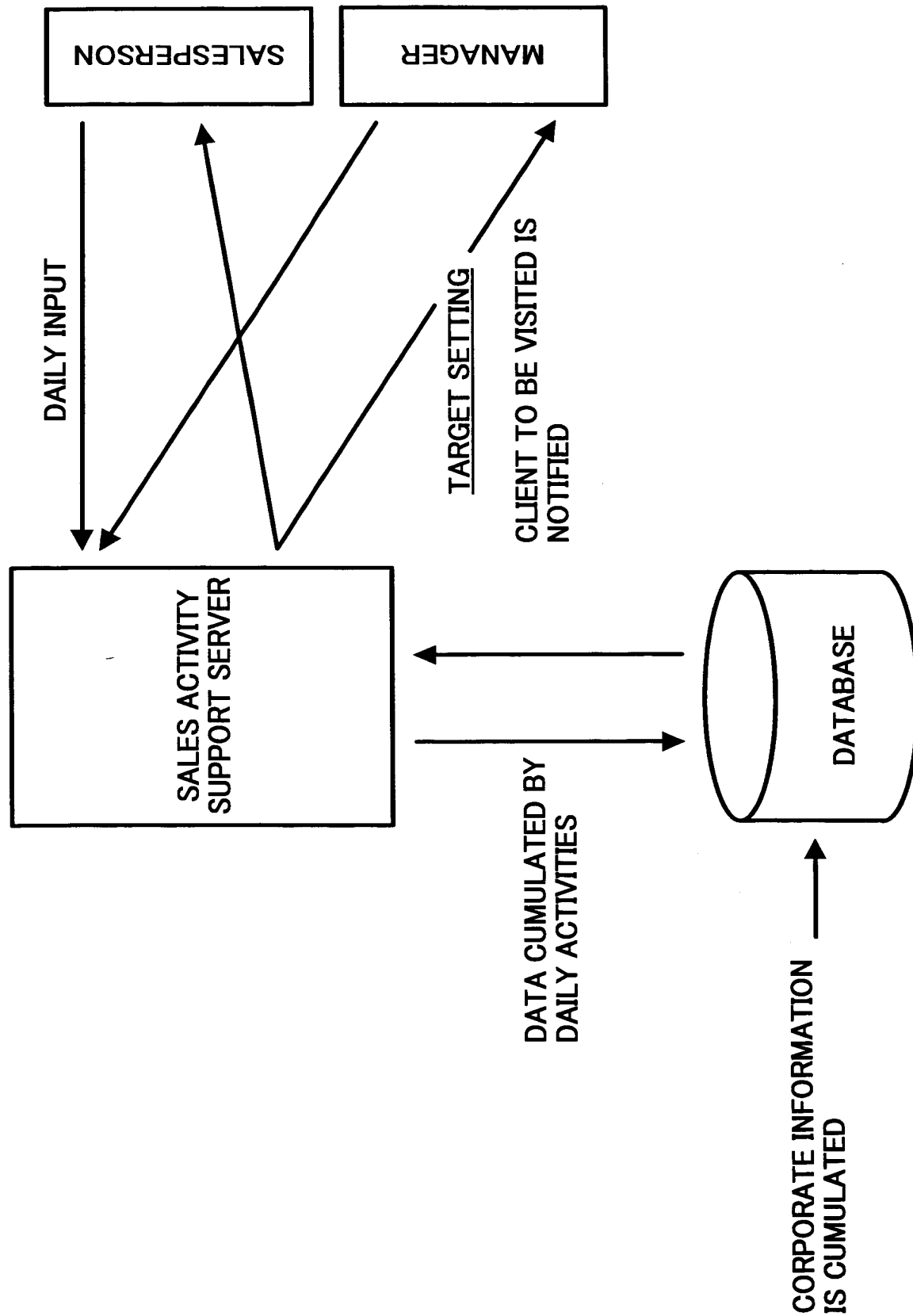
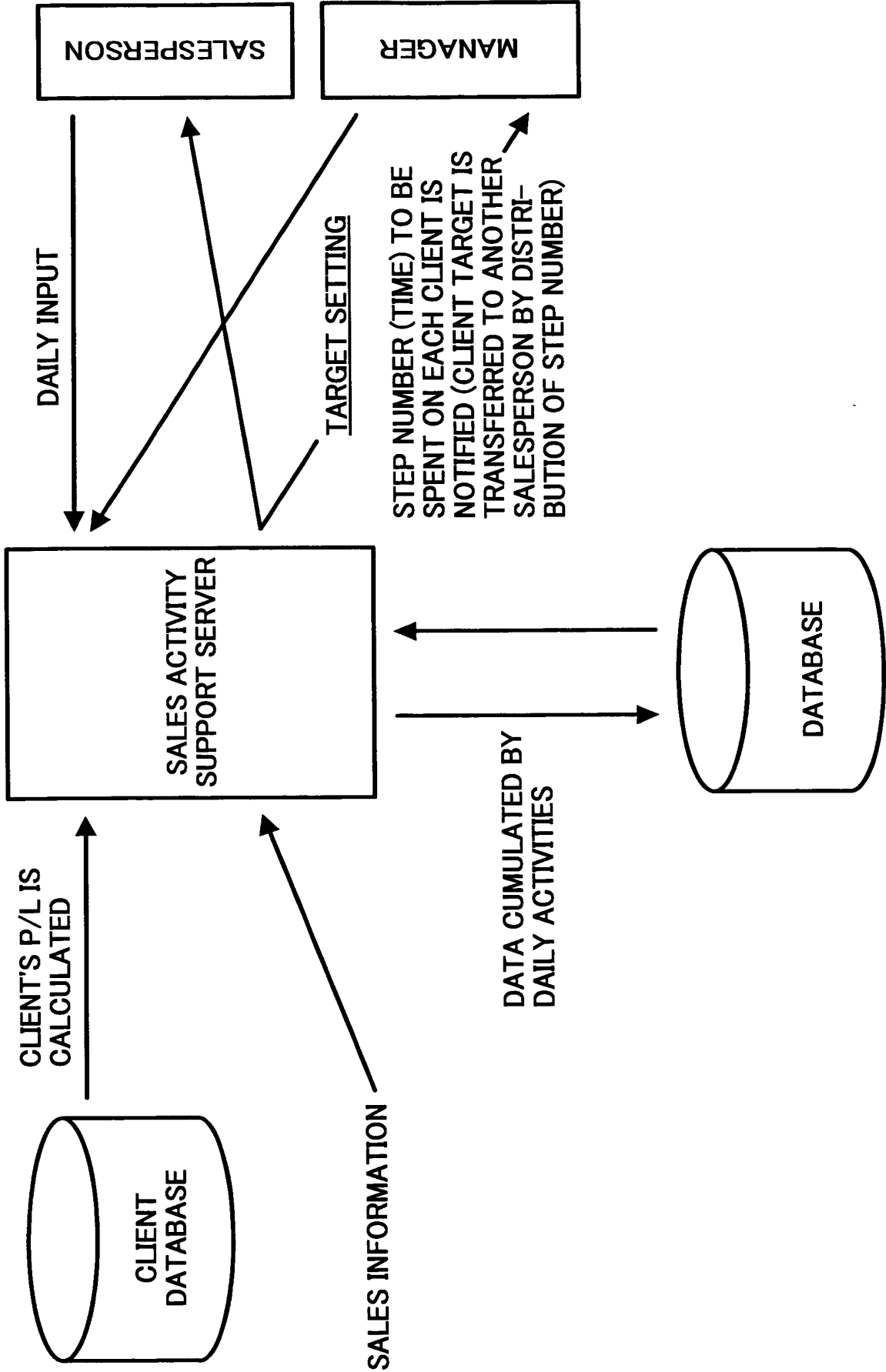


FIG. 8





The diagram illustrates the system architecture. On the left, the **SERVER APPARATUS** (60) is shown as a server rack. It contains four main functional units: the **INPUT RECEPTION UNIT** (60a), the **EXTRACTION UNIT** (60b), the **SENDING UNIT** (60c), and the **SELECTION UNIT** (60d). To the right of the server rack are two databases: the **CLIENT DB** (61) and the **EXAMPLE DB** (62), both connected to the server via bidirectional arrows. In the center, a network hub (1) is connected to the server and the salesperson side via lightning bolt symbols representing network connections. Below the network hub is the **OPTIMUM TOOL** (70). On the right, the **SALESPERSON SIDE** includes a salesperson (2) and a computer terminal (3). At the bottom, a **CLIENT** (4) is shown with bidirectional communication arrows connecting them to the salesperson's computer terminal. Arrows indicate the flow of **CLIENT INFORMATION** from the client to the salesperson and then to the server, and from the server to the salesperson.

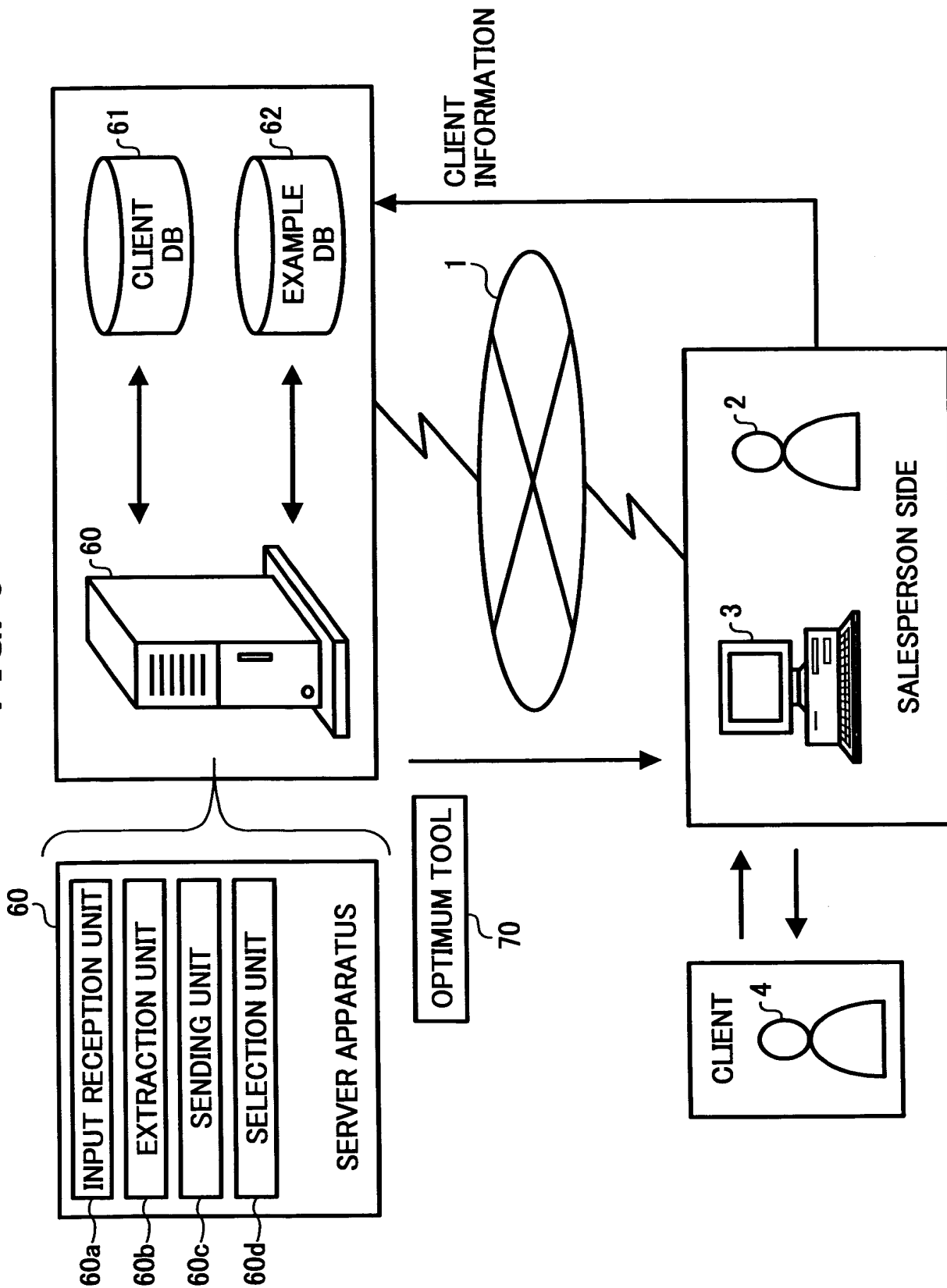




FIG. 10

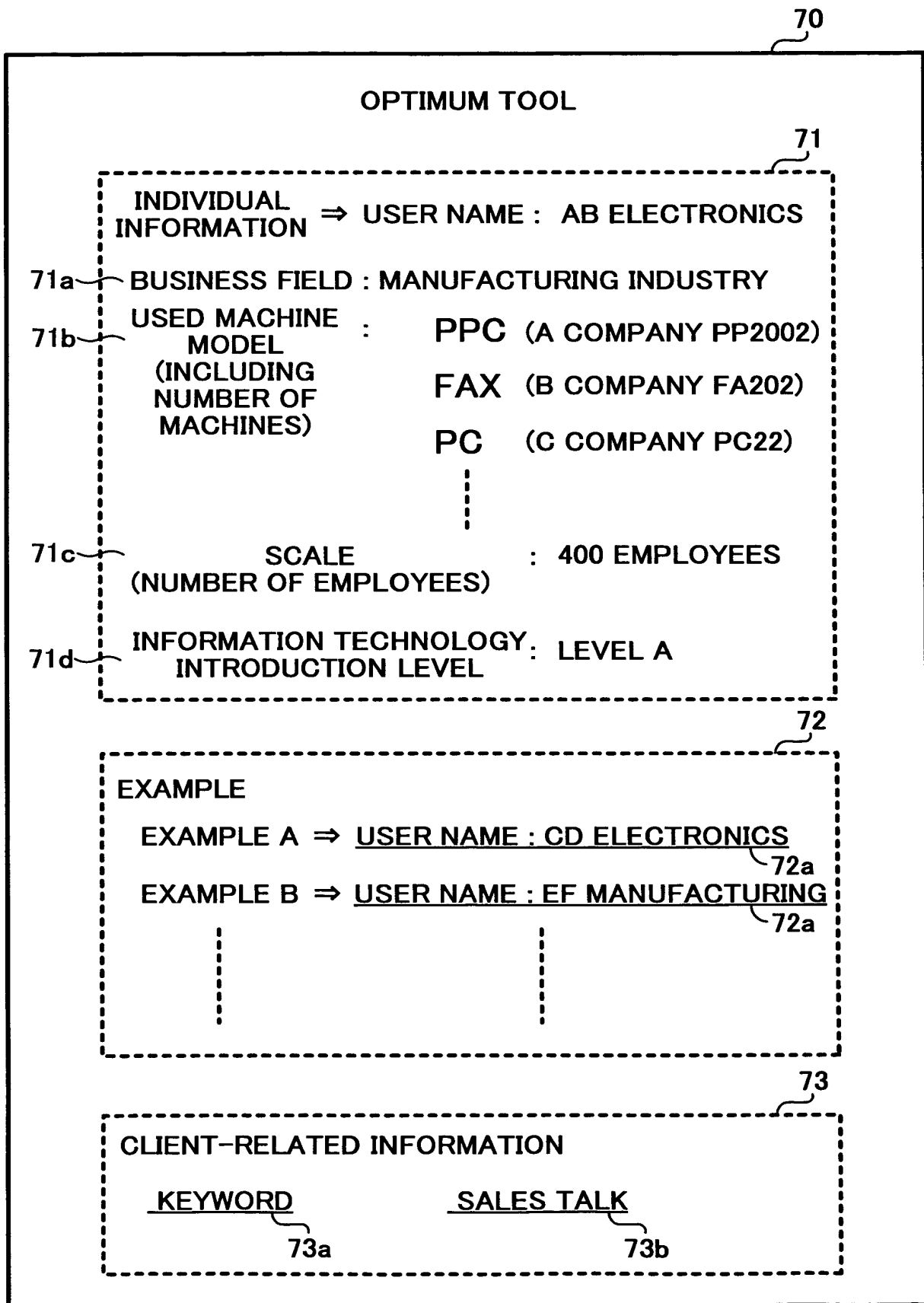


FIG. 11

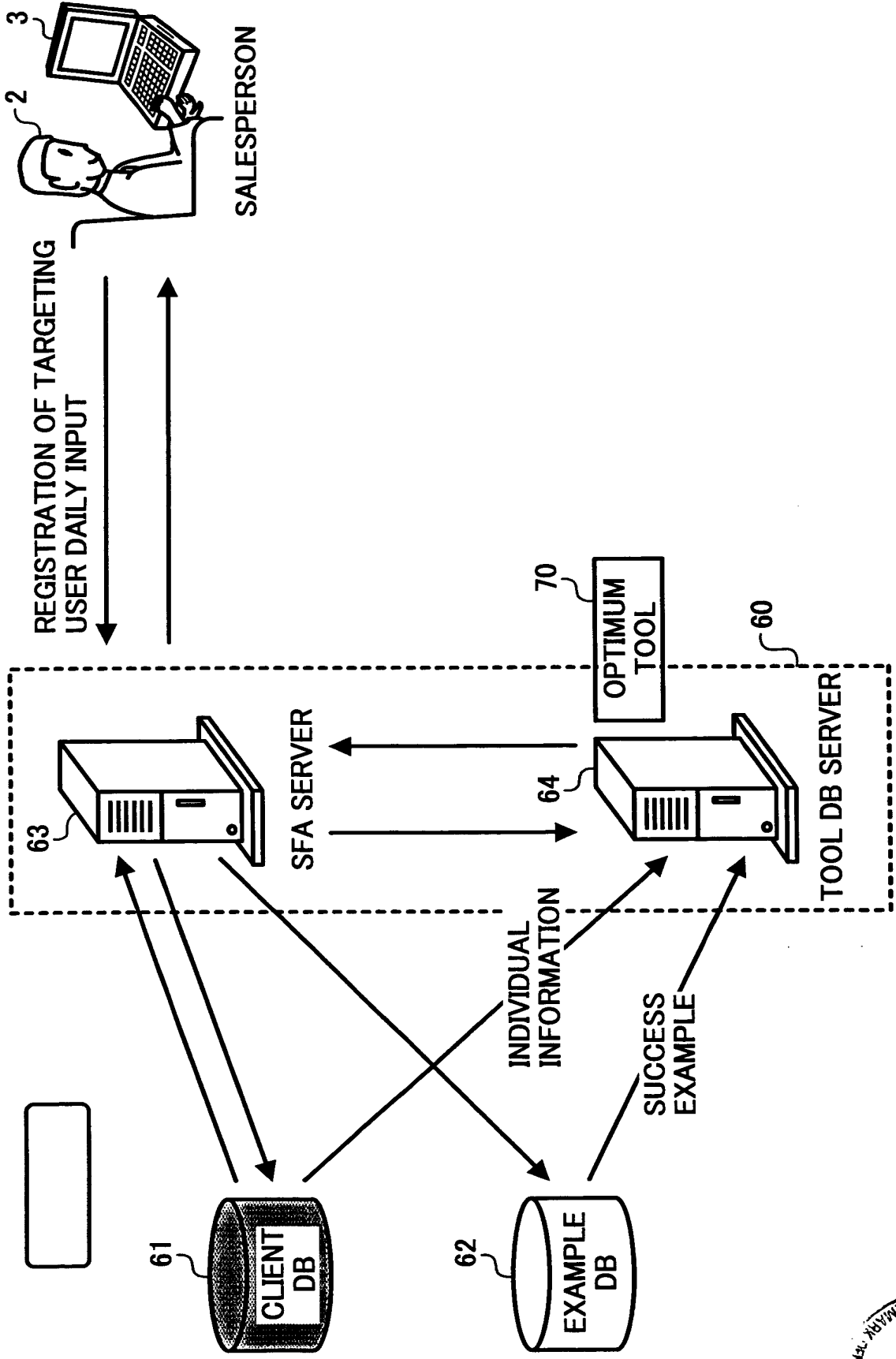




FIG. 12

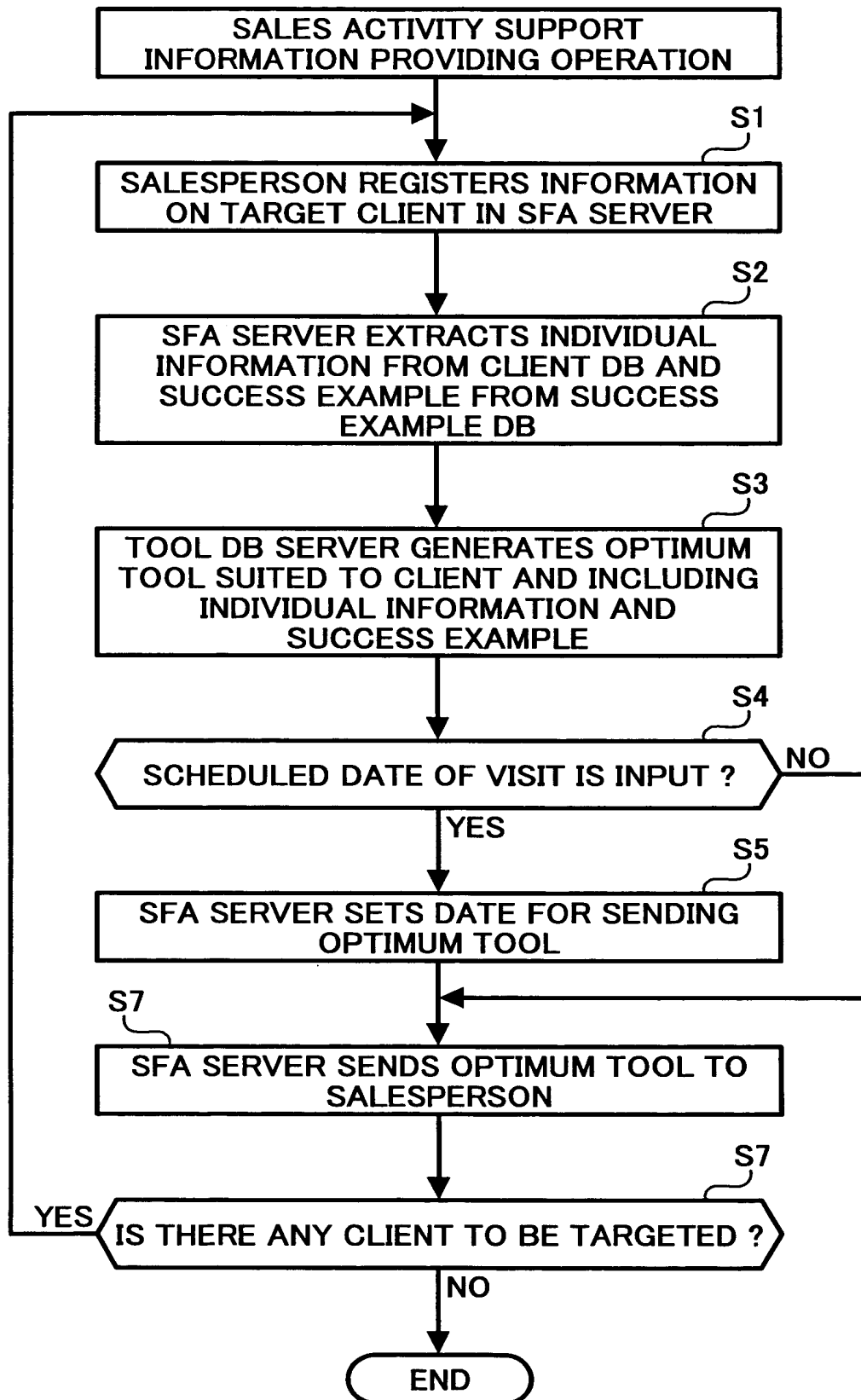


FIG. 13

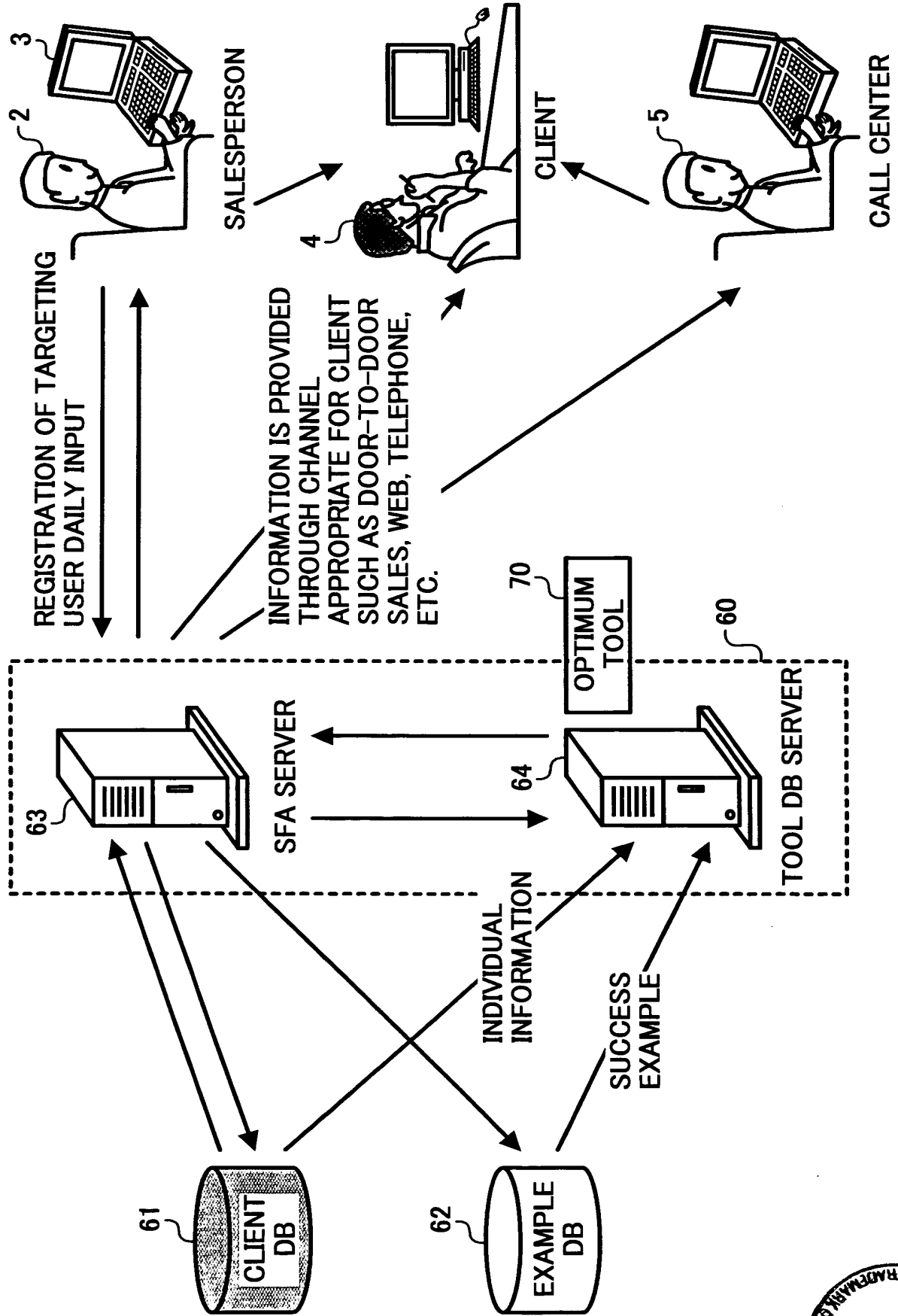
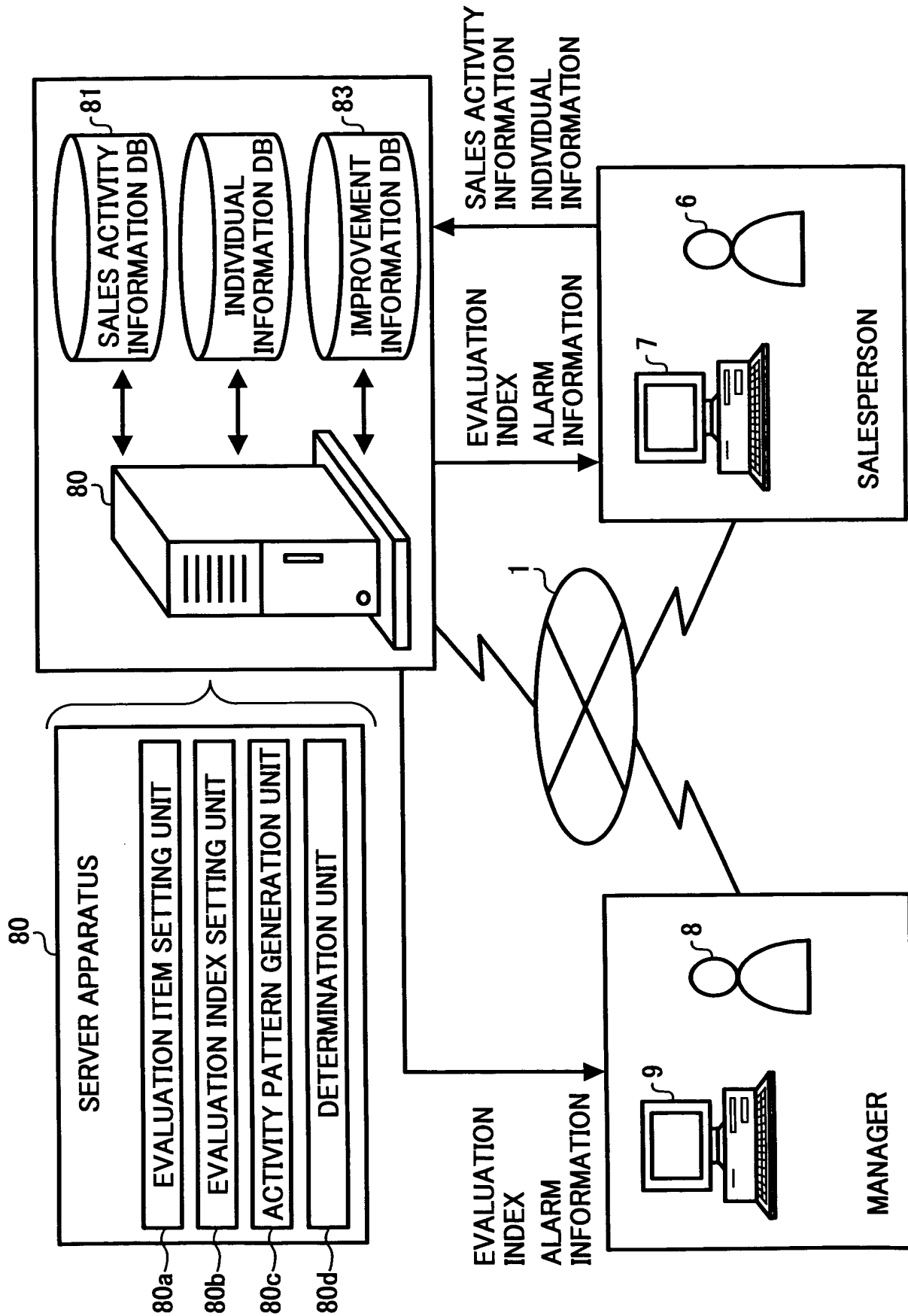




FIG. 14

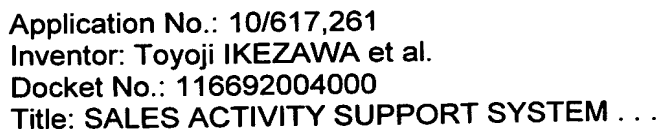




**FIG. 15A**

FIG. 15 FIG. 15A  
FIG. 15B

		91		92		90	
		CLASSI- FICATION		KPI ITEMS			
91a		NEGOTIATION MATURITY LEVEL MANAGEMENT (BUSINESS DEAL MANAGEMENT)		NUMBER OF REGISTERED NEGOTIATIONS AT EACH START TIME MATURITY LEVEL			
				NUMBER OF CREATED MATURITY LEVEL ACHIEVING PLANS AT EACH START TIME MATURITY LEVEL			
				NUMBER OF NEGOTIATIONS FALLING BEHIND PLAN			
				NUMBER OF STAGNANT NEGOTIATIONS			
				NUMBER OF PERFORMED MATURITY LEVEL ACHIEVING STEPS			
				EXPECTED ACHIEVEMENT AND TIME FOR NEGOTIATION IN PROGRESS TO LAND			
				LEAD TIME AT EACH START TIME MATURITY LEVEL			
				NUMBER OF SUCCESSFUL NEGOTIATIONS AT EACH START TIME MATURITY LEVEL			
91a		ACTIVITY MANAGEMENT		REGISTERED TIME SPENT ON EACH TYPE OF ACTIVITY			
				ACTIVITY RESULT REGISTRATION RATE FOR EACH TYPE OF ACTIVITY			
				RATE OF NEGOTIATION-RELATED ACTIVITIES			
				NUMBER OF ACTIVITY STEPS FOR EACH NEGOTIATION SCALE			
				RATE OF SETTING PRIORITY OF CLIENTS			
				NUMBER OF GENERATED CLIENT WINNING SCENARIOS			
				NUMBER OF ACTIVITY STEPS FOR EACH PRIORITY LEVEL			



93

[illegible]



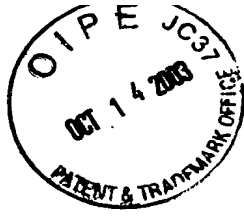
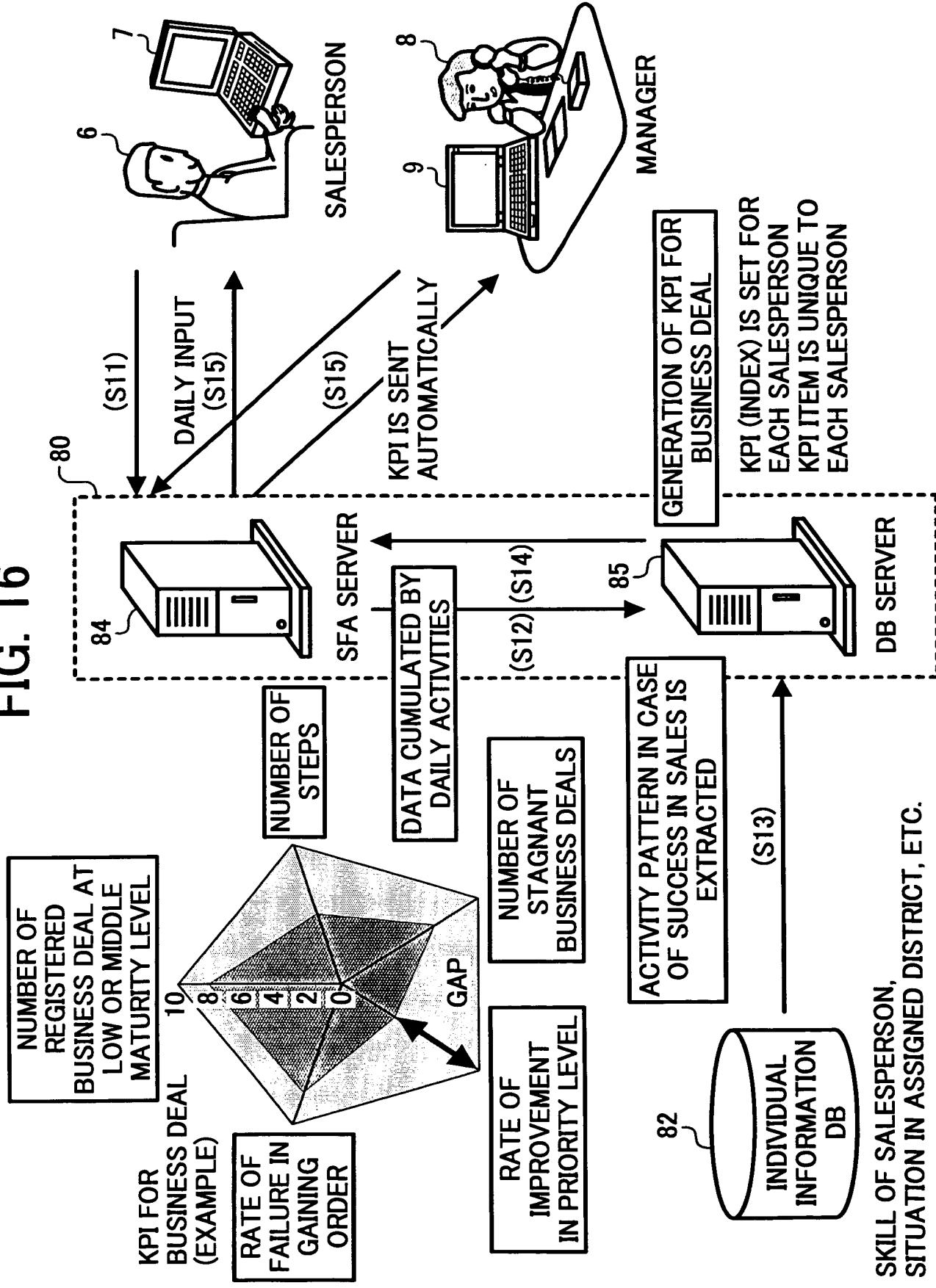


FIG. 16



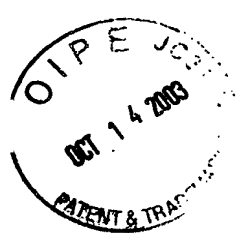


FIG. 17

